

2006 Small Business Award Winners



Small Business Person of the Year

Kija Kim, President & CEO
Harvard Design & Mapping Co., Inc.
125 Cambridge Park Drive
Cambridge, MA 02140

In 1988 Kija Kim founded Harvard Design & Mapping Co., Inc., a leader in the development of advanced geospatial technology including real-time, multi-hazard portfolio analysis. With offices in Cambridge, Mass., and Arlington, Va., HDM provides state-of-the-art, location-based technology services, software and technology to FORTUNE 1000® businesses and federal, state and local governments worldwide. HDM's Government Solutions Division has provided over 20 U.S. federal government agencies, including DHS/FEMA's \$1 billion Flood Map Modernization Program, with leading-edge software, systems integration and geospatial data management services. One of the first GIS consulting companies in the United States, HDM's innovative, solutions-based approach maximizes decision support while enhancing business intelligence. W. Estella Johnson, Director of Economic Development for the City of Cambridge, nominated Kija Kim for this award.

HDM received a \$240,000 SBA guaranteed loan in 1992 and won six contracts totaling \$3 million while they were in SBA's 8(a) Business Development Program. The 8(a) Program is a business development program created to help small disadvantaged businesses compete and gives them access to the government contracting market. HDM is a terrific small business success story.

As a further sign of its success, HDM was acquired by The First American Corporation (NTSE: FAF) on March 1, 2006. Kija Kim and her entire staff will remain with the company. Barry M. Sando, president of The First American Corporation's Mortgage Information and Services Group, said of Kija "You are a true example of an entrepreneur completely dedicated to making your business a success and it didn't go unnoticed. We are proud and excited to have you join our First American family."



Small Business Exporter

Wayne P. Canty, President
Heat Trace Products, LLC
233 Florence Street
Leominster, MA 01453

Wayne Canty, president and CEO of Heat Trace Products Co., Inc., a self-regulating heater manufacturer, purchased an operating unit of Rockbestos-Suprenant Cable Company, a division of the \$5.8 billion Marmon Group in 2004 with an SBA guaranteed loan from Massachusetts Business Development Corp. and a line of credit from Eastern Bank. Canty, who was general manager of the division, retained the unit's manufacturing and marketing employees, who agreed to work at the newly formed company and has since hired six new employees raising the employee count to 22. Heat Trace moved from Clinton to Leominster in late 2005. Bruce Haas, senior vice president, Eastern Bank, nominated Canty for this award.

Heat Trace Products is one of four self-regulating heater manufacturers in the world. The company makes products that conduct electrical current through a cable in order to keep certain locations at an even temperature. Applications range from petrochemical facilities to the cable homeowners use to prevent ice damming on roofs. Heat Trace has targeted the petrochemical industry in emerging markets overseas where they were not overshadowed by the name recognition of their largest competitor. The CIS countries (former Soviet Union) have embraced this product as have customers in China, Japan, Canada, Sweden, Denmark, Czech Republic, Germany, Austria, Belgium, Brazil and France.

Jeffrey A. Butland Family-Owned Business

Laurent R. Grenier, President & CEO
Grynn & Barrett Studios
404 Jarvis Avenue
Holyoke, MA 01040



R.R. Grenier and Duke Ducharme established The Greniers Studio in Holyoke in 1948. The studio grew steadily throughout the 1950's and 60's with wedding, family portraiture, children and high school senior photography. In 1971 Bob Grenier's son, Larry, was the first of the second generation to join his father in the business. Marc Grenier came on board in 1976, Dan in 1979, and Chris, the fourth son, joined in 1980. The '80's saw a tremendous surge of growth and the need to separate the business into branches: a high school senior department, an undergrad department, and a sports department.

In 1991, ownership was officially transferred to the second generation. A full-time staff of thirty is maintained, with expansion to over a hundred or more during the busiest times of the year. The Greniers are blessed with a core group of loyal employees, which still includes their mother and father! Recently, in a clever play on words, the company was renamed Grynn & Barrett Studios.

Ira Bryck, director of the UMass Family Business Center, nominated the Grenier family for this award.

Young Entrepreneurs

Andrew and Erik Jensen, Owners
JX2 Productions
One Federal Street Building, 101R
Springfield, MA 01105



Andrew Jensen and Erik Jensen, 18 year old twins, are co-founders of Springfield-based JX2 Productions, LLC, a professional deejay, karaoke and sound services company operating in western Massachusetts and northern Connecticut. This year JX2 added an event planning division. The Jensen twins started this business “by mistake” after a 25th anniversary party for their parents where they had been tasked with coming up with an idea for entertainment. When given the choice of hiring a deejay or renting equipment, they opted for the rental – however, they didn’t rent the equipment, they bought it. They were such a hit that people began asking them to provide entertainment for other parties and the business was born.

While in high school, Andrew participated in a business plan competition and learned about the student business incubator at Springfield Technical Community College. Both twins attended the required interviews and were offered the opportunity to join the incubator. The twins credit the incubator with helping them learn the business basics -- they have made their business legal and have started keeping accurate records. Diane Sabato, director, Entrepreneurial Institute, Springfield Technical Community College, nominated Andrew and Erik for this award.

2006 Small Business Champion Award Winners

Region I and Massachusetts 2006 Financial Services Champion

Christopher Sikes
Executive Director
Western Massachusetts Enterprise Fund
308 Main Street
Greenfield, MA 01302



Chris Sikes founded the Western Massachusetts Enterprise Fund (WMEF) along with the local banking community, community development corporations, and other community leaders.

WMEF, which made its first loan in 1989, began as a loan fund with loan capital of \$50,000, five CDC members, and the ability to make microenterprise loans of up to \$5,000. Today they are a fund of \$2.5 million, with thirteen member CDCs and provide loans of varying size. Through all their growth they have remained constant in their dedication to microenterprise and small business development, and in their dedication to creating a higher quality of life in the communities of Western Massachusetts.

In July of 2005, the fund’s 15th anniversary year, WMEF surpassed \$5 million in cumulative financing to small businesses. Also, for the first time in their history, more than half of FY05 loans involved leveraging additional funds in deals that involved banks and other lenders that could not have moved forward without WMEF’s participation. WMEF became an SBA microlender in the program’s first year.



Region I and Massachusetts Minority Small Business Champion

Aimee Griffin Munnings

Executive Director

New England Black Chamber of Commerce and

Director, Law & Business Center for Advancing Entrepreneurship

Scibelli Enterprise Center

One Federal Street

Springfield, MA 01105

Aimee Griffin Munnings is committed to the economic development of people of color through entrepreneurship. While working for the Commonwealth of Massachusetts, she realized a gap existed in the support and resources for people of color who sought to become entrepreneurs. Ms. Griffin Munnings has been supporting entrepreneurs through consultation for the past 10 years. Her plans include providing coaching, mentoring and educational services to level the uneven playing field that often leads to frustration and isolation.

Prior to her current position, Aimee, along with two other women of color, created Zoway Business Management Services. This was an organizational development agency with a mission of supporting people in order to bring their business dreams to life through education, strategic planning and networking. This partnership created the Women of Color Business Conference, attracting sponsors such as Black Enterprise, IBM, and Fleet Bank.

Aimee disbanded Zoway to maintain her job and attend law school at Western New England College. Prior to graduation, she established the New England Black Chamber of Commerce (NEBCC) whose motto is, "Collectively we can do much more than any of us can do individually".

Region I and Massachusetts Veteran Small Business Champion

Edward M. Harrington, Chief Operating Officer

The Task Force, Inc.

200 Spring Street

Lexington, MA 02421



Ed Harrington is a US Army Brigadier General (Retired) with 29+ years experience in leading, managing and improving organizations from 40 to 12,000+ people. BG Harrington entered the Army as a draftee and served initially as an infantryman. He earned his commission from the Infantry Officer's Candidate School at Fort Benning, Georgia. His first duty assignment was in Viet Nam as a Support Platoon Leader in the 229th Assault Helicopter Battalion, 1ST Cavalry Division and later as a logistics officer for the United States Military Assistance Command, Viet Nam. He has held entry, mid and senior level command/leadership and staff positions in logistics and systems acquisition.

Some of Harrington's small business advocacy efforts include:

- Specialty guest speaker addressing soldiers participating in Operation Iraqi Freedom in Iraq, in a rigorous small business building program.
- Maintains on-going mentor/protégé outreach relationships with over 100 veterans, service disabled veterans, veteran business owners and service disabled business owners about how to obtain U.S. government contracts.
- Adjunct facilitator and educator in veteran's small business training programs and helps develop courses in how to establish a business.



Small Business Journalist

William A. Freebairn, Business reporter
The Republican
1860 Main Street
Springfield, MA 01102

William Freebairn was born and raised in Ithaca, NY, where he was involved in student journalism from an early age. He received a Bachelor's degree in history from Yale University, where he was also an editor at the *Yale Daily News*.

In 1987, Freebairn joined the staff of the *Springfield Morning Union* and *Sunday Republican*, a daily newspaper in Springfield, Mass. He covered municipal government, education and the region's Latino community for the Union and its successor, the Union-News.

Since 2000, he has been a business reporter for *The Republican*, the successor to Union-News. In that capacity, Freebairn has covered businesses located in the Pioneer Valley of Massachusetts, with a special emphasis on manufacturing and technology companies.

Home-based Business Champion

Jo Polando Goodwin, Proprietor, artist/designer
Founding member, Homebased Business Women's Network, Inc.
Whalers Lane
Salem, MA 01970



Jo Polando Goodwin is a founding member of the north shore-based Homebased Businesswomen's Network, Inc., a non-profit organization, formed in 1981 when a small group of women decided to meet to exchange ideas, share information, vent frustrations, and seek solutions to the problems of operating a business from the home.

HBN has grown over the years, but its basic goals remain the same. For those starting out, it provides valuable information that can steer them to successful beginnings. Established business owners find new opportunities to promote and expand, as they share ideas on everything from basic accounting to time management. Together, they share the stimulation and encouragement that bring pride and success to the homebased businesswoman.

J.P. Goodwin has been an active and involved HBN member since the organization's inception and has served on many board positions. She is a self-employed artist/designer with an impressive range of talent who specializes in fine art, landscape design, oil paint restoration, custom needlepoint canvases and custom burlap design for rug hooking.

Women in Business Champions

Winning Opportunities for Women Committee

c/o Greater Haverhill Chamber of Commerce

Sally Cerasuolo-O'Rorke and Natalie Timmons, co-founders

87 Winter Street

Haverhill, MA 01830



The Greater Haverhill Chamber of Commerce is one of the strongest, most proactive and innovative chambers in the Northeast. The chamber has eleven committees, one of which is the Winning Opportunities for Women Committee founded by Sally Cerasuolo-O'Rorke, the chamber's president and Natalie Timmons. Cerasuolo-O'Rorke and Timmons, both small business owners themselves, created the committee to offer women opportunities through networking and the sharing ideas with each other to help establish a strong presence in the business community. The committee has become more successful than envisioned and hosts important events like the Annual Women in Business Conference, and a self care showcase/expo. The committee has also been instrumental in helping women secure seats on local bank boards, helping women run for city council and most importantly, in helping women realize their value in the workplace and business world.